

HEN NECK TO NECK WITH NATION'S WHEAT CROP

Poultry Products Valued by Department of Agriculture at \$600,000,000 Per Year.

NECESSITY OF CO-OPERATION

Get-Together Movement Presents Poultryman's Greatest Opportunity—Community, County, State and National Organizations.

By G. H. SMITH.
Author and Practical Poultryman.

Poultrymen have come to a crisis. The world war has turned nearly every business money-turvy. Poultry culture, however, has been left in a state of confusion and disorganization. The final upshot is certain to be good. Thousands have been put out of action, but a realignment is being made. It is only a matter of time when this realignment will be launched. The mightiest offensive in the history of the business, this is said with the utmost confidence after a careful study of conditions.

The United States Department of Agriculture informs us that the yearly product of poultry and eggs in this country is worth more than \$600,000,000. This is the highest value ever placed on the share of this confusion and disorganization. The final upshot is certain to be good. Thousands have been put out of action, but a realignment is being made. It is only a matter of time when this realignment will be launched. The mightiest offensive in the history of the business, this is said with the utmost confidence after a careful study of conditions.

The United States Department of Agriculture informs us that the yearly product of poultry and eggs in this country is worth more than \$600,000,000. This is the highest value ever placed on the share of this confusion and disorganization. The final upshot is certain to be good. Thousands have been put out of action, but a realignment is being made. It is only a matter of time when this realignment will be launched. The mightiest offensive in the history of the business, this is said with the utmost confidence after a careful study of conditions.

Our crisis is an economic hold-up. We were not prepared. Every poultryman was "a lone unto himself." We were like atoms unrelated. We were a crowd instead of an army. No wonder the shock of abnormal conditions could not be sustained. We see it now. We must get together.

The product of the poultry industry is peculiar. Corn will keep indefinitely. So will wheat. These are not perishable. Eggs are extremely sensitive to their surroundings. They must be handled with great care. They are very breakable. The finest raw eggs, two days of temperature, the eighties should put a question mark after the quality of any fertile egg. A frosty temperature is equally blighting.

These facts put a premium on the right kind of methods for marketing eggs. About 8 per cent of the entire egg output of the United States is lost between the henhouse and the consumer. Defective methods in marketing this valuable food product are responsible for this amazing waste.

Nothing short of co-operative methods of selling can stop the leak. We must get together, work together and stay together. Denmark, Australia, Canada and other sections of the world have long since beaten us to this goal. But we are on our way. The means that something unusual for the poultryman will happen on this continent. We are convinced of the necessity of the co-operative movement.

Movement Is On.
You must have heard of it. I mean the "Community Egg Circle." You will find it in many places all over the land. Poultrymen are beginning to take to themselves the meaning of the old saying, "A union there is strength." Washington is sending out informing bulletins on the subject. So are all of the really reliable leaders of poultry information and inspiration.

There are so many tricks about the trade of marketing eggs in just the right way that very few producers can do their best work alone. A large number of them have the advantage of storage, larger shipments, attractive and uniform packages, frequent sales, protection against heat and cold, cash sales at highest prices on account of uniformity in size of color of eggs and a reliable market throughout the year.

Every member of the circle also has the advantage of the advertising campaign that is conducted under the auspices of the organization. The higher standards set by such co-operative selling are sure to be of large benefit to each member. Better eggs, better eggs, greater sales, better business and larger vision are certain to come to every member of such a co-operative combination.

These things are working out in actual practice. Like nature, these community, State and county organizations for mutual benefit are rapidly lifting the business of producing and marketing eggs to a new, higher level of efficiency. The dangers from scheming adulterers are eliminated altogether or reduced to their lowest possible limit. The aim is co-operation in the best and fullest sense of the word.

This means that there is a close and warm and confidential sympathy all along the line between producer and consumer. It results from the well-known fact that expenses in distribution are reduced to the minimum and that the most direct route possible is followed from the hen which laid the egg to the man who eats it. Not least among the advantages of the movement is the confidence springing up in the soul of every member of the association that there is no possibility of being done for his business, which means that still better things will come in the future.

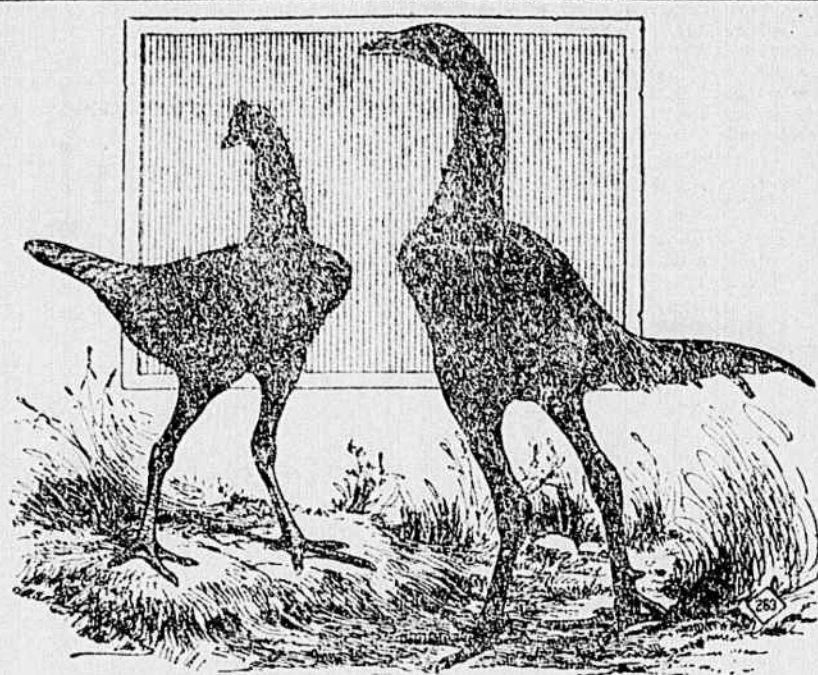
This confidence is what is needed in any business above anything else. Suspicion is the death of any trade. A man must believe that the best is being done for his business or he is pretty certain to get into trouble. Co-operative egg selling is producing this confidence.

Co-Operation a Business Principle.
This principle dominates the world today. We find it at great cost that competition is not the life of business. It is often the death of it. Co-operation is the way out of every move. It is the really doing thing. A decade and a half ago we were saved by the rearing of the heads of the mighty commercial trusts. We had forgotten the terms that saved the business mind when the co-operative movement of the industrial world began to show before a corporation means co-operation among individual business men for greater commercial efficiency. It is the same principle that has saved the world from disaster through who will risk the assertion that the business mind is not a great business concern, rightly regulated, have not been a blessing to the public and of great financial advantage to the individual business men in the organization.

Co-operative methods for disposing of the output of our country's American poultry yards are being exactly the same lines. We are with the thing to do the thing that practically every other business is doing. The farmer has seen the light at last. There are literally thousands of purchasing as well as marketing organizations in the United States to bring to the farmer the benefits of this great modern movement.

The truth is, poultry culture is just now coming to a consciousness of itself. We have discovered that we are. The world war shake-up has forced us into a condition of fact that we are a colossal, but a wholly unorganized, mass. We see the picture now. A little time, a little inspiration, a good deal of education, and

Black-Breasted Red Game



Records show that game fowls existed in India for centuries before the Christian era. History refers to cock-fights as one of the Roman pleasures, and cocking mains have been popular all through English history.

The original Black-Breasted Red Game was of the bit game, or fighting type, which is commonly known as the Old English Black Red Game. The latter still exists as the standard variety of bit game, but the exhibition type shown in our illustration is plainly the result of careful selection and breeding by fanciers.

These exhibition games have lost little of the fiery game temper, and if two of the males get together, they will fight until one of the contestants is dead.

We will pull ourselves together. We'll be an organized army instead of the babbling multitude that we are today.

What To Do About It.

Some one must take the initiative. Get the "circle," the "association," the co-operative organization of whatever kind or name, started in your community or your county. There are forty poultry associations for the marketing of eggs in the State of New Jersey alone. In the Middle West an International Poultry Federation is being organized under the management of ten or a dozen of the foremost men in the country. California saved her life a few years ago by organizing for the marketing of her mammoth fruit crops. Now she has taken up co-operative organizations for the selling of her large poultry product. It is up to every State and county and community to get busy for greater selling efficiency.

Send a postal card request to the Department of Agriculture, Washington, D. C., for "Farmers' Bulletin 456." This gives sample constitution and by-laws for the local circle and forms for egg receipts, together with brief instructions as to the organization.

Organization will be much easier in some localities than in others. Where the rural population is dense and poultry culture is extensively followed it should be an easy matter to form an efficient society. The utmost care should be taken in the selection of the selling agent. He should be a man of experience, business ability, and above all things, of unquestioned honesty. He is to be the only middle man between the producer and the consumer. He must assume most of the responsibility for the receiving station at some central point in the district. He must also attend to the vital matter of making the sales throughout the year at the best possible prices and in the best market that can be reached. It will be for him so to represent the co-operative enterprise that every member shall be able to realize well on every egg of whatever color or size.

The "circle" as he handles its product, should quickly make for itself reputation that will command the trade that is hardest to please, best able to pay the top price, and that insists on a constant and unvarying quality the whole year through. This can be done by right men and methods.

Artificial incubation means artificial brooding, and now is the time to plan for this equipment. Don't wait until your chicks are hatched. Learn about your equipment in advance. Next week's article will be a discussion on the different kinds of brooding apparatus.

CANNON FAR AWAY
RUN BY TELEPHONE
(Continued from First Page.)

real sphere of interesting action. Ambulances are tearing along the highways filled with wounded men, often screaming in their agony. Prisoners are being marched by to the rear. Artillery wagons and ammunition trucks are hurrying to the front.

Motorcycle messengers are whirling by like wind. Wagon trains sometimes camouflaged with rows of saplings fastened to their sides are plodding their way along looking like a moving forest of young trees.

Back there it looks like a real battle. This effect is heightened by the fact that the German batteries usually devote their attention by day to an attempt to locate and destroy the concealed British batteries. The infantry goes over the top at night time. During the day the infantrymen are making a vain attempt to sleep in trenches swimming in mud and suffocating with terrible smells.

But, of course, these conditions do not continue. After a short tour in the trenches, the troops are sent back to the reserve sections. Conditions are not harsh back there. In fact, the boys in this zone seemed to be having a very good time.

I met a young professional man who had left an office in London to become a surgeon with the army. He told me he hadn't had so much time in years for outdoor recreation. Life in the trenches, he had occasional periods of intensive work, then came periods of sport and living in conditions by no means unpleasant, with plenty of good food, good clothing, and pleasant companionship.

The families of our boys now on the way to France can console themselves with the thought that war is neither so dangerous nor so filled with hardships as is imagined, on the whole it is a pretty good experience for a boy if he comes back, and the statistics go to prove that he has an exceedingly good chance of coming back.

Richmond Money Invested in Staunton.
STAUNTON, VA., January 26.—The Continental Beverage Corporation, of which H. L. Jones, of Richmond, is president and general manager, has bought out the Staunton Bottling Works of this city, and it is understood here that the purchasing company will enlarge the Staunton works and very largely increase the output.

ALREADY WAR IS WORKING BENEFITS THAT MAY STAY

Some of the Bold Steps Taken Under Government Control May Be Permanently Adopted.

The Wellman Review of last week has this to say, which may have in it a local hint:

The broad authority possessed by the government in meeting war emergencies is striking from many points of view. The shackles, legal and otherwise, which have prevented their utilization for the best public advantage. This is illustrated by the use now to be made of the Pennsylvania Railroad tunnels and terminal facilities in New York for freight purposes. Advantageously placed and equipped, these facilities have heretofore been limited, owing to legal restrictions, to the handling of passenger traffic. The city's pressing needs in the movement of freight have meanwhile grown greater. Even for months after the war started, and congestion was daily becoming more intense, these facilities were practically without benefit to the city, so far as freight was concerned.

Throughout the country there is taking place just such a liberation of the means whereby the commodities necessary for daily subsistence and for war-making, and those which represent the activities of commerce, can be moved with greater speed. The experience will be a useful one in what it reveals as to the numerous one-on-one restrictions to be found in State, sectional and municipal laws and franchises. Politicians have tied our hands in too many instances against what it has been clearly proven to be our interest. And too often, where the restrictions have been recognized as absurd, political prejudices of one kind and another have prevented their removal. The war's experience will work a benefit in influencing changes in these matters, not only those of local and sectional interest, but those in which the country generally is interested. The war is giving increasing thought to these things now, and will not permit a return of old conditions.

Games are notable for their width of shoulders, full heavily muscled breast, long legs and neck, short tapering tail and general shortness and hardness of feathers. For show purposes it is necessary to cut off the comb and wattles of the males, a process known as "dubbing."

The Black-Breasted Red Game is beautifully colored. The male's head, neck, back, top of wings and secondary flight feathers are red, and the breast, body, tail and wing bow a glossy, greenish black. The female is clothed in soft and modest shades of brown. Her neck is golden yellow with a dark stripe down the center of each feather. Her breast is salmon, blending into the crown of the throat. The back, wings and body are brown, finely penciled with a darker shade of the same color.

NEW POTASH FACTORY

New York and North Carolina Capital Coming to Make Potash From Feldspar at Lexington.

LEXINGTON, N. C., January 26.—The Natural Chemical Products Company organized here with \$250,000 capital stock is made up of New York and local capital. The business of the company is to mine feldspar and from it manufacture potash. Five hundred acres of feldspar deposits have been purchased by the company in Mitchell county, and this will be developed at once, as soon as the mining machinery, which has been contracted for, can be delivered and installed. The machinery for manufacturing the deposits into potash has also been purchased, and the factory in this city will be in operation as soon as the machinery can be installed.

LUMBER ACTIVITIES

FALEIGH, N. C., January 26.—The past two weeks have witnessed a revival in lumber activities, so far as inquiry and the making of new contracts go, in this immediate section and throughout the central part of the State. With the coming of better weather, new starting up the mills will be all running full time again. If anything, prices are stronger than before the holiday, and the outlook all round is regarded as more promising. Commercial business in practically all a standstill so far as shipments are concerned, government orders being the only thing moving at the present. Opinion is freely expressed here that sixty days hence will see a great change for the better in railroad congestion and embargoes. Relief on this score would mean new life for the trade.

Underwear Company Gets to Work.
HIGH POINT, N. C., January 26.—The High Point Underwear Company, recently incorporated with \$125,000 capital stock, has been organized by the election of officers, and it is understood will lease the necessary building and get to work while waiting for the erection of a factory.

Coast Line Yard Extensions.
WILMINGTON, N. C., January 26.—Work is progressing rapidly on the extension of the Atlantic Coast Line's yards at Selma, about twenty-five miles from Raleigh, where the Coast Line connects with the Southern Railway. It is expected this work of greatly enlarging the company's yard facilities there will be completed by the first of May at a cost of about \$275,000.

FRANKLIN
A car service—drill right to Dr. Franklin's Construction and Maintenance. Appointment by Appointment.
418 N. W. 10th St., 608 West Broad Street.

TALMAN AUTO SUPPLY CO.
"220—The Store That Satisfies."
OILS—GREASES—SUPPLIES
Special Stock of Gloves and Robes.
627-29 East Main Street.

FALCON-TIRE SALES CO.
1203 West Broad Street.
Randolph 188.
Goodyear Tires and Complete Offering of Accessories.

Blind
Lumber up! Get a small trial bottle of old-time, honest "St. Jacobs Liniment" from any drug store, and in a moment you'll be free from pains, aches and strains. Don't suffer! Rub rheumatism away—Advt.

W. C. WELLS
(Successor)
GOODYEAR SERVICE STATION
Tires and a complete stock of accessories. Rebuilding a specialty.
325 West Broad Street.
Madison 188-4.
Advancing: Tires, Oils, Grease and Accessories.

Church Hill Motor Co.
Repairing and Painting.
Phone Mad. 667. 325 E. Broad St.
We Sell and Exchange New and Used Cars.
Caroline Service Day, Night and Sunday.

We make you a new tire from your two old ones.
BELL 2 IN 1 TYRE CO.
600 W. Broad St.

M. D. STONE MOTOR CO.
1807-9 West Broad Street.
Boulevard 2000.

GOVERNMENT WORK SOUTH

Uncle Sam Spending All Kinds of Money in Work Where the Climate Is Favorable.

The United States government is continuing to spend much money in establishing permanent workshops of one kind or another in the Southern States. The current issue of the Manufacturers' Record tells of the following:

A hydroelectric plant to cost \$15,500,000, will be constructed at Muscle Shoals, on the Tennessee River, near South Florence, Ala., by the War Department, in order to generate electricity for the \$30,000,000 ammonium nitrate plant which the government is building at Muscle Shoals.

Contract has been awarded for building the \$2,000,000 army repair shop recently announced as to be located at Atlanta, Ga. The buildings will include a 510x312 main shop, a 400x140-foot motor storage, a 200x116-foot garage, five mess halls, etc., with general water supply and sewer system, electric-light equipment, and automatic sprinkler system for fire protection, etc. This plant will provide facilities for repairing motor trucks, touring cars, motorcycles, tents, clothing and shoes for eight or ten army camps in the Southeastern States.

About \$1,000,000 will be expended to provide additional facilities for No. 24 army repair shop at San Antonio, Texas, which will be located on a new site of thirty-five acres, with shops covering twenty-five acres. This plant will be equipped with repairs for army units in five States and parts of four other States.

The Fauquier County Cantonment, ALEXANDRIA, VA., January 26.—From the latest reports here it would seem that the army cantonment to be established by the United States government at Belvoir, in Fauquier County, is to be a bigger thing than at first supposed. Fully 900 camp buildings are to be erected, and the whole outfit will be in the neighborhood of \$5,000,000. It is said that the contracts for the buildings have already been let by the government.

Stomach Upset? Stop Indigestion, Gases, Sourness—Pape's Diapepsin

Instant Relief! Neutralize stomach acidity and stop dyspepsia, pain, heartburn, belching. Try it!

Wonder what upset your stomach—which portion of the food did the damage—do you? Well, don't bother. If your stomach is in a revolt; if sick, gassy and upset, and what you just ate has fermented and turned sour; head dizzy and aches; belch gases and acids and eructate undigested food; breath foul, tongue coated—just take a little Pape's Diapepsin to help neutralize acidity and in five minutes you wonder what became of the indigestion and distress.

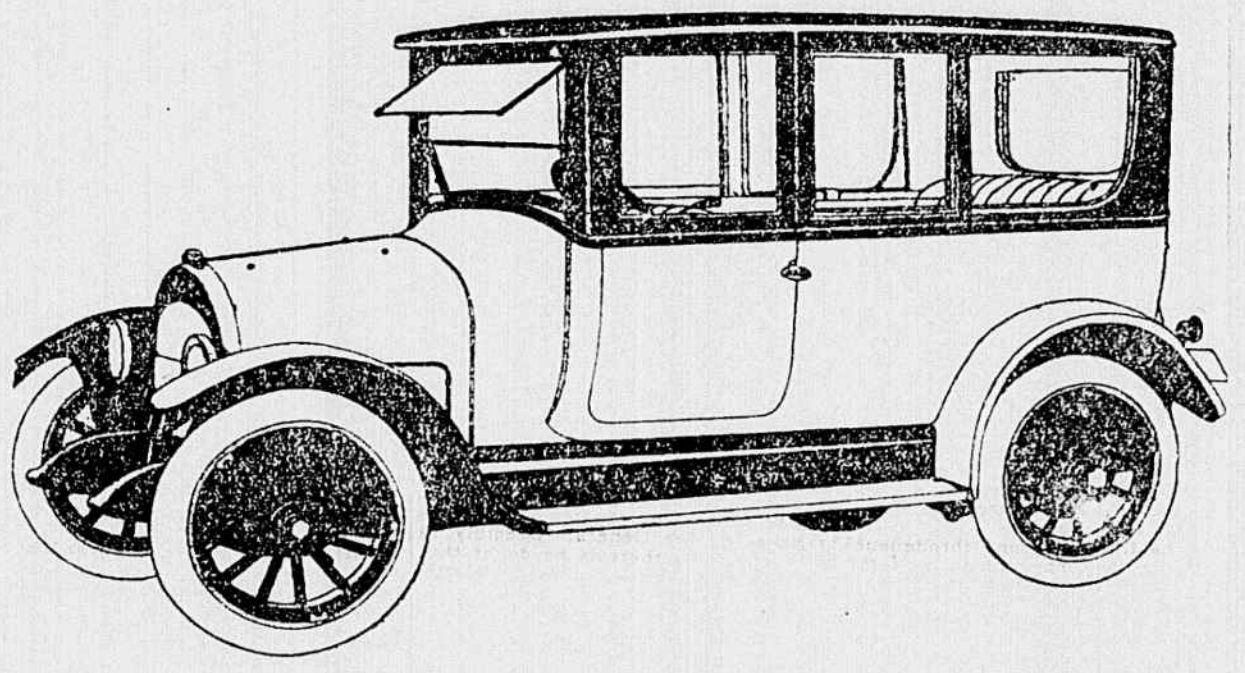
Millions of men and women to-day know that it is needless to have dyspepsia. A little Diapepsin occasionally keeps the stomach sweetened and they eat their favorite foods without fear. If your stomach doesn't take care of your liberal limit without rebellion; if your food is a damage instead of a help, remember the quickest, surest, most harmless relief is Pape's Diapepsin, which costs only fifty cents for a large case at drug stores. It's truly wonderful—it stops fermentation and acidity and sets things straight, so gently and easily that it is really astonishing.—Adv.



Bakers, Butchers, Grocers, Stores and Shops

Make no mistake in buying a 3-ton Atlas Truck. A quality proposition.

A. Meyer's Sons Co.
9-11 South Eighth.



Overland
'1240

The Thrift Car

This is America's most important winter—Don't let bad weather retard your efforts or impair your health!

Keep going at top-notch efficiency with this all-weather Small Sedan.

It is remarkable how increasingly the public approves it.

Fully equipped—106-inch wheelbase—large tires—staggered doors!

The busier you are the more you need it.

Appearance, Performance,
Comfort, Service and Price

Light Four Model go Small Sedan
L. & L. Toledo—Tax Free Price subject to change without notice

HARPER-OVERLAND COMPANY

Madison 4081

213-15 West Broad Street